

## Saline County

8/31/2020

### Background Statistics<sup>1</sup>

Number of farms: 609

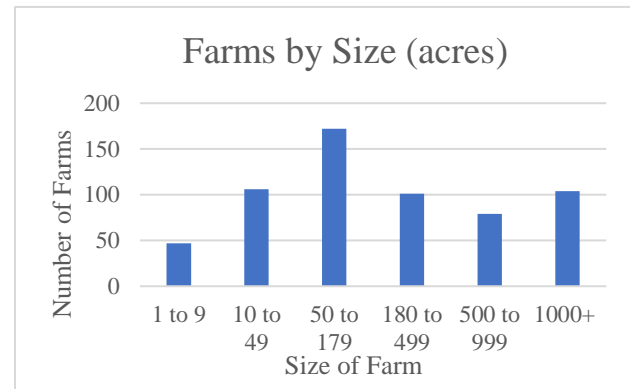
Average size: 588 acres

Land in farms: 358,243 acres

Average value of products sold per farm: \$120,822

Average net cash farm income per farm: \$16,648

1: Data from USDA 2017 Census of Agriculture



## Estimated Economic Contribution of Agriculture and Agriculture Related Sectors to the Saline County Economy

### Methodology

The estimated economic contribution of agriculture and agriculture related sectors was computed using the most recent IMPLAN data available (2018) adjusted for 2020. The IMPLAN modeling system was used to calculate the results of this analysis. The IMPLAN model was constructed so that double counting was avoided. For this report, 30 of the 71 agriculture and agriculture related sectors in Kansas were identified and analyzed to determine their overall contribution to the Saline County economy.

### Results

These 30 sectors have a total direct output of approximately **\$853.4 million** and account for **2,773 jobs** in Saline County. Running the model for all 30 sectors simultaneously produces the following results:

Agriculture, Food, and Food Processing Sector Contribution to Overall Saline County Economy					
Contribution Type	Employment	% Employment	Total Value Added	% of Gross Regional Product	Output
Direct Effect	2,773	7%	\$201,000,000	0.7%	\$853,400,000
Indirect Effect	885	2%	\$75,700,000	0.3%	\$153,500,000
Induced Effect	738	2%	\$58,000,000	0.2%	\$102,600,000
<b>Total Effect</b>	<b>4,396</b>	<b>11%</b>	<b>\$334,800,000</b>	<b>1.1%</b>	<b>\$1,109,500,000</b>

**NOTE:** Individual effects may not equal the total effect due to rounding.

As shown in the above table, agriculture, food, and food processing sectors support a total of **4,396 jobs**, or **11%** of the entire workforce in the county. The total final sales of all products in these sectors is approximately **\$1.1 billion**.

Another metric used to calculate the importance of sectors in an economy is their value added as a percentage of Gross Regional Product (GRP). Total value added by the 30 agriculture, food, and food processing sectors is approximately **\$334.8 million**, or **1.1%** of the GRP.

## Top Ten Sectors by Employment

Out of the agriculture and agriculture related sectors, frozen specialties manufacturing is the top employer with **1,032 jobs**. This table also illustrates the top ten sectors by total employment, including direct, indirect, and induced effects in Saline County.

Sector	Total Employment
Frozen specialties manufacturing	1,032
Farm machinery and equipment manufacturing	563
Beef cattle ranching and farming, including feedlots and dual-purpose ranching and farming	433
Landscape and horticultural services	212
Truck transportation	167
Grain farming	119
Support activities for agriculture and forestry	93
Management of companies and enterprises	70
Other real estate	64
Hospitals	62

## Top Ten Sectors by Output

This table shows how much revenue is generated in other sectors by having a strong agriculture industry, including direct, indirect, and induced effects. The frozen specialties manufacturing sector is the top contributor, with approximately **\$409.2 million** to the Saline County economy.

Sector	Total Output
Frozen specialties manufacturing	\$409,200,000
Farm machinery and equipment manufacturing	\$241,200,000
Flour milling	\$65,400,000
Beef cattle ranching and farming, including feedlots and dual-purpose ranching and farming	\$41,200,000
Grain farming	\$27,100,000
Truck transportation	\$22,200,000
Owner-occupied dwellings	\$13,700,000
Landscape and horticultural services	\$13,200,000
Oilseed farming	\$13,100,000
Management of companies and enterprises	\$12,800,000

## All Direct Sectors

Below is a summary of all agriculture data with employment levels and output level. These values can tell how many jobs are represented by each agriculture, food, and food processing sector and the output they contributed to the Saline County economy. IMPLAN sectors are assigned based on North American Industry Classification System (NAICS) codes. Generally, this analysis includes three categories; production, manufacturing/processing, and services. Note that this analysis does not include wholesale or retail sales of final products, or ethanol production.

Sector	Total Output	Total Employment
Frozen specialties manufacturing	\$409,212,441.53	1032.30
Farm machinery and equipment manufacturing	\$241,185,959.54	562.53
Flour milling	\$65,440,371.51	52.84
Beef cattle ranching and farming, including feedlots and dual-purpose ranching and farming	\$41,155,636.70	432.90
Grain farming	\$27,110,077.29	118.57
Landscape and horticultural services	\$13,160,307.66	212.29
Oilseed farming	\$13,062,540.41	17.18
Dairy cattle and milk production	\$8,703,917.94	21.33
Veterinary services	\$5,637,135.10	49.71
Food product machinery manufacturing	\$4,916,652.28	16.27
Bread and bakery product, except frozen, manufacturing	\$4,393,984.72	34.16
Support activities for agriculture and forestry	\$4,149,481.00	93.10
Frozen cakes and other pastries manufacturing	\$2,982,262.89	34.18
Other animal food manufacturing	\$2,446,525.68	2.33
Wineries	\$2,291,349.36	7.08
Other snack food manufacturing	\$1,463,791.14	2.79
All other crop farming	\$1,224,862.37	45.27
Roasted nuts and peanut butter manufacturing	\$1,138,635.41	2.76
Poultry and egg production	\$918,057.68	1.38
Commercial logging	\$584,036.36	11.20
Animal, except poultry, slaughtering	\$389,233.42	0.54
Animal production, except cattle and poultry and eggs	\$386,593.87	3.57
Greenhouse, nursery, and floriculture production	\$375,044.21	2.87
Commercial hunting and trapping	\$315,143.87	11.92
Meat processed from carcasses	\$291,467.18	0.54
Forestry, forest products, and timber tract production	\$220,235.51	2.66
Rendering and meat byproduct processing	\$203,432.09	0.55
Vegetable and melon farming	\$47,838.23	0.36
Fruit farming	\$18,729.54	0.16
Tree nut farming	\$1,932.89	0.04

The following terms are used throughout the results shown in this report:

- **Direct effect:** the contribution from agricultural and food products
- **Indirect effect:** the contribution from farms and agricultural businesses purchasing inputs from supporting industries within the state
- **Induced effect:** the contribution from employees of farms, agricultural businesses, and supporting industries spending their wages on goods and services within the state
- **Value added** = labor income + indirect business taxes + other property type income
- **Gross Regional Product** = final demand of households + government expenditures + capital + exports – imports – institutional sales
- **Output** = intermediate inputs + value added
- **Employment:** full-time/part-time annual average i.e., 1 job lasting 12 months = 2 jobs lasting 6 months each = 3 jobs lasting 4 months each. A job is neither full-time nor part-time.
- Due to confidentiality policies that exist within several agencies from which IMPLAN collects their data, some sectors in some regions may not have all data available.

For more information, contact the Division of Agricultural Marketing, Advocacy and Outreach Agency Economist

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